

AR14

D.H. HOWDEN & CO. LIMITED



HOWDEN

*interim
report
to the
shareholders*

For the Three Months Ended
March 31, 1976

D. H. HOWDEN & CO. LIMITED

To Our Shareholders:

Consolidated sales for the first three months of 1976 were \$15.1 million compared to \$11.4 million for the same period of 1975.

We report consolidated net income after taxes of \$307,632 or 55 cents per share as compared with \$197,232 or 35 cents per share in 1975.

The increase in net income reflects sales volume increases and improved productivity of staff and facilities. All Divisions contributed to this growth.

We are pleased to advise that your Directors today declared a dividend of 15 cents per share upon the Common Stock of the Company to be paid on July 2nd, 1976 to Shareholders of record as of the close of business on the 15th day of June, 1976.

London, Ontario
April 29, 1976

D. H. M. Stewart
President

CONSOLIDATED STATEMENT OF INCOME (Unaudited)

| | For the Three Months Ended March 31 | | For the Twelve Months Ended March 31 | |
|---|--|---------------------|---|---------------------|
| | 1976 | 1975 | 1976 | 1975 |
| Gross Sales | <u>\$15,107,479</u> | <u>\$11,410,046</u> | <u>\$54,726,100</u> | <u>\$44,074,744</u> |
| Estimated Net Income Before Taxes | \$ 604,632 | \$ 389,232 | \$ 1,958,858 | \$ 1,626,658 |
| Estimated Provision for Income Taxes | <u>297,000</u> | <u>192,000</u> | <u>929,500</u> | <u>851,500</u> |
| | <u>\$ 307,632</u> | <u>\$ 197,232</u> | <u>\$ 1,029,358</u> | <u>\$ 775,158</u> |
| Earnings per Common Share | 55 cents | 35 cents | \$ 1.82 | \$ 1.38 |

AR14

D.H. HOWDEN & CO. LIMITED



HOWDEN

*interim
report
to the
shareholders*

For the Nine Months Ended
September 30, 1976

D. H. HOWDEN & CO. LIMITED

To Our Shareholders:

Consolidated sales for the first nine months of 1976 were \$45.5 million compared to \$37.7 million for the same period of 1975.

We report consolidated net income after taxes of \$878,309 or \$1.57 per common share, as compared with \$768,134 or \$1.37 per common share in 1975.

Support from our Pro franchisees and programmed building supply outlets in Eastern Canada continues strong. While marketing in Western Canada is still in its formative stages, programmed outlets are being established there.

We view fourth quarter prospects with confidence, as Howden's merchandising techniques are implemented by our growing chain of dealers across Canada.

London, Ontario
October 25, 1976

D. H. M. Stewart
President

CONSOLIDATED STATEMENT OF EARNINGS (Unaudited)

| | For the Nine Months Ended September 30 | | For the Twelve Months Ended September 30 | |
|--|---|---------------------|---|---------------------|
| | <u>1976</u> | <u>1975</u> | <u>1976</u> | <u>1975</u> |
| Gross Sales | <u>\$45,581,309</u> | <u>\$37,686,972</u> | <u>\$58,923,004</u> | <u>\$48,630,901</u> |
| Estimated Net Income Before Taxes | \$ 1,668,309 | \$ 1,536,134 | \$ 1,875,635 | \$ 1,866,688 |
| Estimated Provision for Income Taxes | <u>790,000</u> | <u>768,000</u> | <u>846,500</u> | <u>979,500</u> |
| Net Income After Taxes | <u>\$ 878,309</u> | <u>\$ 768,134</u> | <u>\$ 1,029,135</u> | <u>\$ 887,188</u> |
| Earnings per Common Share after Provision for Preference Dividends | \$1.57 | \$1.37 | \$1.82 | \$1.56 |



*interim
report
to the
shareholders*

For the Six Months Ended
June 30, 1976

D. H. HOWDEN & CO. LIMITED
and subsidiary companies

To Our Shareholders:

Consolidated sales for the first six months of 1976 were \$30.4 million compared to \$24.5 million for the same period of 1975.

We report consolidated net income after taxes of \$586,989 or \$1.05 per Common share as compared with \$507,952 or 90¢ per Common share in 1975. New stores continue to join Howden programs reinforcing sales and future growth.

Our attitude toward the final six months of the year is one of confidence, tempered by caution arising from the uncertainty which seems increasingly to pervade our Nation's economy.

July 26, 1976

D. H. M. Stewart
President

CONSOLIDATED STATEMENT OF EARNINGS

| | For the Six Months Ended June 30th | | For the Twelve Months Ended June 30th | |
|--|---------------------------------------|---------------------|--|---------------------|
| | 1976 | 1975 | 1976 | 1975 |
| Gross Sales | <u>\$30,384,012</u> | <u>\$24,584,154</u> | <u>\$56,825,525</u> | <u>\$45,920,300</u> |
| Estimated Net Income before Taxes | \$ 1,121,989 | \$ 1,003,952 | \$ 1,861,495 | \$ 1,702,597 |
| Estimated Provision for Income Taxes | <u>535,000</u> | <u>496,000</u> | <u>863,500</u> | <u>890,000</u> |
| Net Income After Taxes | <u>\$ 586,989</u> | <u>\$ 507,952</u> | <u>\$ 997,995</u> | <u>\$ 812,597</u> |
| Earnings per Common Share After Provision for Preference Dividends | \$ 1.05 | \$.90 | \$ 1.77 | \$ 1.42 |

CONSOLIDATED STATEMENT OF CHANGES IN FINANCIAL POSITION

| | For the Six Months Ended June 30 | |
|---|----------------------------------|-------------------|
| | 1976 | 1975 |
| <u>Source of Funds</u> | | |
| Income before extraordinary item | \$ 586,989 | \$ 507,952 |
| Non-fund items | | |
| Depreciation and amortization | 34,863 | 37,282 |
| Deferred income taxes | <u>(1,000)</u> | <u>(1,000)</u> |
| | \$ 621,852 | \$ 544,234 |
| Reduction in mortgage and debenture receivable and other investments | 59,451 | 11,100 |
| Second Preference shares issued | 49,000 | 35,500 |
| Reduction in advance to Computer Horizons (Canada) Limited | <u>50,300</u> | <u>59,311</u> |
| | <u>\$ 780,603</u> | <u>\$ 650,145</u> |
| <u>Application of Funds</u> | | |
| Purchase of property, plant and equipment | \$ 169,630 | \$ 85,329 |
| Decrease in long-term debt | 255,389 | 61,897 |
| Investment in unconsolidated subsidiaries | | 300 |
| Reduction of First Preference shares | 9,000 | |
| Reduction of Second Preference shares | 9,500 | 10,500 |
| Payment of dividends | <u>92,848</u> | <u>80,816</u> |
| | <u>\$ 536,367</u> | <u>\$ 238,842</u> |
| Increase in Working Capital | <u>\$ 244,236</u> | <u>\$ 411,303</u> |

The above statements are taken from the Company's unaudited interim financial statements as of June 30th, 1976 and are subject to adjustment on audit at December 31st, 1976.